



**Egzamin ACERT - język angielski, poziom B2 ESOKJ
(ACERT Test of English at B2 level),**

Wydział (Faculty) Zarządzania i Ekonomii, kierunek (field of study).....

Proszę pisać DRUKOWANYMI literami (Please use CAPITAL LETTERS to fill in this form)

Nazwisko i imię (full name)

Nr indeksu (student no.)

PESEL (personal id number).....email.....

Data egzaminu (date).....

Deklaruję chęć otrzymania certyfikatu ACERT: **TAK / NIE** (zakreślić właściwą odpowiedź)
(I wish to receive ACERT certificate: **YES / NO** – circle the correct answer)

Wyniki egzaminu pisemnego (written exam):

| Słuchanie (Listening) | Czytanie (Reading) | Leksyka i gramatyka (Vocabulary and grammar) | Pisanie (Writing) | Liczba punktów (Score) |
|--------------------------|-----------------------|---|----------------------|---------------------------|
| ___/20 | ___/20 | ___/20 | ___/20 | ___/80 |

Podpisy egzaminatorów (examiners' signatures)

Wyniki egzaminu ustnego (speaking exam):

| Gramatyka i słownictwo (Grammatical and Lexical Resource) | Organizacja wypowiedzi (Discourse Management) | Wymowa (Pronunciation) | Interakcja (Interactive Communication) | Ogólne wrażenie (General Impression) | Liczba punktów (Score) |
|---|--|----------------------------|--|--|---------------------------|
| ___/4 | ___/4 | ___/4 | ___/4 | ___/4 | ___/20 |
| Podpisy egzaminatorów (examiners' signatures) | | | | Ogólna liczba punktów za cały egzamin (Total score) | ___/100 |
| | | | | Ocena końcowa (Final mark) | |

PART ONE: LISTENING COMPREHENSION (20 points)

I. Listen to the interview with a founder of an electronic watch company and choose the correct option. Write your answers in the table below. You will hear the recording twice. (10 points)

1. The LCD technology comes from the
 a. 1950s b. 1960s c. 1970s d. 1980s
2. The first quartz watch was developed in
 a. Sweden b. Switzerland c. Singapore d. Japan
3. In Q4 of the first year, the number of workers in the company amounted to
 a. 12 b. 20 c. 21 d. 22
4. Their floor space rose to
 a. 1,200 sq ft b. 2,200 sq m c. 2,000 sq m d. 2,000 sq ft
5. The company expanded in the next five years
 a. 5 times b. 8 times c. 10 times d. 12 times
6. Then the company introduced new products, such as
 a. gifts b. bags c. gift packing d. merchandise
7. The quality of the products for wealthy customers was raised by
 a. better packaging b. upgraded batteries c. brighter colouring d. longer endorsements
8. They also started to produce
 a. scales b. screens c. e-readers d. clocks
9. Now they are proud owners of _____ certification
 a. ISO 9001 b. ISO 9000 c. ISO 8001 d. ISO 9010
10. To ensure the constant success, they carry out a SWOT analysis
 a. once a week b. once a month c. sometimes d. all the time

| 1. | 2. | 3. | 4. | 5. | 6. | 7. | 8. | 9. | 10. |
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Points: _____/10

II. Listen to the conversation between a project manager (Dominique) and an IT specialist (Karl) and decide whether the following sentences are true (T), false (F), or the information is not given (NG). Write your answers (in CAPITAL LETTERS) in the table below. You will hear the recording twice. (10 points)

1. The main problem that the project manager has is the cost of the product
2. The price that potential customers have to pay for the product is too high
3. According to the project manager, testing the quality of the product should be improved
4. The IT specialist wants to add testers of different ages
5. The current testing group is too big.
6. The project manager wants to form a new group with six people in it
7. The testers should be from diverse social backgrounds
8. The project manager came up with a solution that would not stretch the budget too much
9. The IT specialist does not want to change anything until they get some feedback
10. In the end, they reached a consensus

T/F/NG

| 1. | 2. | 3. | 4. | 5. | 6. | 7. | 8. | 9. | 10. |
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Points: _____/10

PART TWO: READING COMPREHENSION (20 points)

I. Read the text about how to run massive construction projects and match the headings to the paragraphs. There are two extra headings. Write your answers in the table below. (10 points)

- 1To the west of London is a vast building site. In the midst of a landscape of mud and men rises a vast glass-fronted box that will soon be Britain's largest free-standing building. This is Heathrow Airport's fifth terminal, destined to cater for 30m passengers a year. It will include not just a terminal but also connections to the London Transport network.
- 2Big construction projects are always tricky, but airports bring special problems: tricky building techniques, and the need to interface with other transport links and to install sophisticated electronics to handle passengers and baggage.
- 3The man in charge of this logistical nightmare, Tony Douglas, came to British Airports Authority (BAA) via stints in the car and the commercial jet industries, and at Kenwood, a domestic appliance firm. For three years, he ran BAA's supply chain. He took over as project manager for T5 (as the project is known) after the last boss left suddenly. The risks attached to this huge project are so great that BAA has been forced to tackle it in novel ways. If this giant endeavour is not completed on time and budget, it could take the whole company down.
- 4First, BAA is unusual in running the project itself. Mr Douglas insists that outsourcing to a big project management group such as Bechtel would cost more, not less. Second, as much as possible of the construction is taking place off-site. This reflects the site's physical constraints: It has only one entry point. And the site has capacity for no more than two days of storage. The solution, he says, has been some "car industry logistics" — a large investment in computing and training that no individual supplier would have made.
- 5But the biggest novelty is the T5 Agreement. This is a contract with the project's main suppliers, companies and subcontractors, which aims to minimise the conflicts and cost-cutting that usually plague big building works.
- 6Usually, contractors hold a beauty parade and take on the suppliers who bid lowest. The suppliers rely on glitches and delays to bump up the cost. Every time something goes wrong, legal haggling breaks out among suppliers and between them and the contractor, and work shuts down for weeks on end. With construction behind schedule, time runs short for the final installation and testing of the electronic systems.
- 7Under the T5 Agreement, BAA carries the risk, putting a precautionary sum into a fund that will be shared out among all its suppliers if the project finishes on time and budget. The effect, says Mr Douglas, has been to change the whole pace and culture of the project, allowing teams of employees from different suppliers to work together.
- 8As one example, he cites the elegant steel air traffic control tower. When the first two sections were engineered, they were out by 9mm. "Normally," says Mr Douglas, "the manufacturers would have blamed the structural engineers, who would have blamed the steel fabricator." At first, they did just that. Then Mr Douglas said, "Guys, this is my problem," and sent them off to find a collective solution.
- 9Passing risk to suppliers chosen by beauty parade increases the risk of corner-cutting. As T5's suppliers are partners who will work on future projects, they have an incentive to do a good job. If something goes wrong later, there may be a debate about negligence, but not about which supplier is to blame.
- 10If T5 works so well, why isn't BAA building airports elsewhere? A bigger priority, at least for now, is to get permission to build an additional runway at Stansted, London's third airport. But ultimately, success will surely point to a spin-off business that can build other big projects safely and cheaply.

- A. Success of BAA= a new company emerges
- B. BAA running another big project in Birmingham
- C. Technical problems of the tower- who is to blame?
- D. Cheap suppliers chosen= risk of doing things badly
- E. Legal problems between contractors and suppliers
- F. Putting money into a fund by BAA- a risky move
- G. Problems of big construction projects like airports
- H. Large building projects in progress
- I. Investing in computing to solve problems
- J. A new man in the company and handling problems in new ways
- K. A new contract to solve conflicts and cost-cutting
- L. The shortage of money resulting in the group layoff

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Points: _____/10

II. Read the text about the trouble with trade and do the tasks. Write your answers in the tables below. (10 points)

While the United States has long imported oil and other raw materials from the third world, we used to import manufactured goods mainly from other rich countries like Canada, European nations and Japan. But recently we crossed an important watershed: we now import more manufactured goods from the third world than from other advanced economies. That is, a majority of our industrial trade is now with countries that are much poorer than we are and that pay their workers much lower wages. For the world economy as a whole — and especially for poorer nations — growing trade between high-wage and low-wage countries is a very good thing.

Above all, it offers backward economies their best hope of moving up the income ladder. But for American workers the story is much less positive. In fact, it's hard to avoid the conclusion that growing U.S. trade with third world countries reduces the real wages of many and perhaps most workers in this country. And that reality makes the politics of trade very difficult. Trade between high-wage countries tends to be a modest win for all, or almost all, concerned. When a free-trade pact made it possible to integrate the U.S. and Canadian auto industries in the 1960s, each country's industry concentrated on producing a narrower range of products at larger scale. The result was round, broadly shared rise in productivity and wages.

By contrast, trade between countries at very different levels of economic development tends to create large classes of losers as well as winners. Although the outsourcing of some high-tech jobs to India has made headlines, on balance, highly educated workers in the United States benefit from higher wages and expanded job opportunities because of trade. But workers with less formal education either see their jobs shipped overseas or find their wages driven down by the ripple effect as other workers with similar qualifications crowd into their industries and look for employment to replace the jobs they lost to foreign competition. And lower prices at WalMart aren't sufficient compensation.

When the effects of third-world exports on U.S. wages first became an issue in the 1990s, a number of economists looked at the data and concluded that any negative effects on U.S. wages were modest. The trouble now is that these effects may no longer be as modest as they were, because imports of manufactured goods from the third world have grown dramatically — from just 2.5 percent of G.D.P. in 1990 to 6 percent in 2006.

And the biggest growth in imports has come from countries with very low wages. The original "newly industrializing economies" exporting manufactured goods — South Korea, Taiwan, Hong Kong and Singapore — paid wages that were about 25 percent of U.S. levels in 1990. Since then, however, the sources of our imports have shifted to Mexico, where wages are only 11 percent of the U.S. level, and China, where they're only about 3 percent or 4 percent. Those who think that globalization is always and everywhere a bad thing are wrong. On the contrary, keeping world markets relatively open is crucial to the hopes of billions of people.

TASK I

Decide if the sentences given below are true (T), false (F) or not given (NG). Write your answers (in CAPITAL LETTERS) in the table below.

1. Historically the United States brought raw supplies like oil from developing nations. **T / F / NG**
2. Trade between rich and poor countries is beneficial for the global economy. **T / F / NG**
3. A trade agreement led to the integration of the Canadian and Japanese auto industries in the 1960s. **T / F / NG**
4. Economic theory says that free trade normally makes a country richer, but it doesn't say that it's good for everyone. **T / F / NG**
5. South Korea, Taiwan, Hong Kong, and Singapore were the first "newly industrializing economies" to export manufactured goods, and their wages were about equal to those in the United States. **T / F / NG**

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Points: _____/5

TASK 2

Read the text again and for each question choose the correct answer (a, b or c).

1. Why does the majority of the industrial trade take place with the poor countries?
 - a. more alternative goods are available in poor countries
 - b. they pay low wages to the workforce
 - c. due to discounts which poor countries offer to rich countries

2. What happens with the highly educated workers because of growing trade with third-world economies?
 - a. they change the qualifications and look for other jobs
 - b. they are replaced by the workers who work for lower wages
 - c. their income generally increases

3. The U.S. trade with third world countries
 - a. has a positive effect because it results in over \$5.6 trillion in exports
 - b. has a negative effect on the U.S. wages
 - c. increases the risk of proprietary information theft

4. According to the text, “newly industrializing countries” are:
 - a. The Four Asian Tigers
 - b. all European countries
 - c. Canada and The United States

5. What facts of global trade are not mentioned in the text?
 - a. trade activities worldwide bring down poverty levels
 - b. wages to the workers from the poor countries
 - c. goods and services are exchanged internationally

| 1. | 2. | 3. | 4. | 5. |
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Points: ____/5

PART THREE: VOCABULARY AND GRAMMAR (20 points)

I. Choose the correct option to fill the gap in each sentence. Write your answers in the table below. (10 points)

1. His answers left the audience feeling confused and uncertain.
 a. eloquent b. coherent c. vague

2. We should communicate asas possible because most people have limited attention.
 a. succinctly b. hesitantly c. responsively

3. When speaking, effective communicators do not their listeners because they make their points clearly and avoid abbreviations or jargon.
 a. confuse b. interrupt c. clarify

4. is a form of advertising in which a product appears or is mentioned as part of a film or television programme.
 a. Product portfolio b. Product feature c. Product placement

5. Failing to comply with the regulations could the company's reputation.
 a. foster b. jeopardise c. cut off

6. Last year the sales were really disappointing. The producers..... the number of people who would buy their products.
 a. overestimated b. underestimated c. underrated

7. The company's profits were lower than expected, indicating that the team had.....
 a. undercharged b. underperformed c. underrated

8. The company offers a competitive salary package, includingsuch as health insurance, paid time off, and retirement contributions.
 a. remuneration b. severance payments c. fringe benefits

9. During the credit....., many businesses face the risk of bankruptcy.
 a. demand b. crunch c. hazard

10. The amount of money that you owe to a bank when you have spent more money than is in your bank account is called.....
 a. dividend b. overdraft c. budget

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Points: ____/10

II. Complete the second sentence with TWO to FIVE words using the word given, so that it has a similar meaning to the first sentence. Do not change the word given. (10 points)

1. I think nobody will work in this firm in five years' time. **LEFT**

I think that by 2028 everybody _____ this firm.

2. The wearing of jeans by employees in the office is allowed. **LET**

We _____ in the office.

3. He's still writing the annual report. **FINISHED**

He still _____ the annual report yet.

4. 'I didn't spill coffee on your notebook,' she told me. **DENIED**

She _____ notebook.

5. If you hadn't confirmed the order quickly, the manufacturer would have been in trouble. **PROVIDED**

The manufacturer wouldn't have been in trouble, _____ the order quickly.

6. How long ago did they graduate from college? **SINCE**

How long _____ from college?

7. Everybody thinks that the company is making a big profit. **BE**

The company _____ a big profit.

8. My wage is deposited in my bank account every week. **HAVE**

I _____ in my bank account every week.

9. Jack would prefer studying marketing to bookkeeping. **RATHER**

Jack _____ bookkeeping.

10. I've had two great bosses in my career. They were from Sweden. **WHOM**

I've had two great bosses in my career, _____ were from Sweden.

Points: _____/10

PART FOUR: WRITING

Choose ONE of the following topics. Write between 150 and 200 words. (20 points)

TASK I

You work for 'Business Direct', an IT company. A client who commissioned a company website update has just complained about the serious delay in meeting the deadline. The client expressed disappointment and impatience with the situation. **Write an email** to the client and include the following:

- apologise for the inconvenience
- explain the reason for the delay
- propose a solution

TASK II

You are the Project Coordinator of a 'Green Neighbourhood' survey commissioned by the local authorities. The objective is to engage inhabitants in looking after the green areas around their apartment blocks. You were asked to determine the needs and readiness of local communities to participate in the project. **Write a report** and include the following:

- general information about the project
- results of the survey
- conclusions and recommendations regarding the project

TASK number.....

How many words have you written? _____

| Task achievement | Coherence and cohesion | Vocabulary | Grammar | Total |
|-------------------------|-------------------------------|-------------------|----------------|--------------|
| 0-5 points | 0-5 points | 0-5 points | 0-5 points | 20 points |
| | | | | |